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is presented, but there is no attempt to analyze or interpret the facts collated. The tabulated data are poorly displayed, there is no index, and the bibliography is composed chiefly of easily accessible official reports and current writings on Canada. Despite these defects, however, the book may serve a purpose by giving German manufacturers and traders a notion of the possibilities of building up trade with Canada.

Die Kolonisation Sibiriens. By P. A. STOLYPIN and A. W. KRIWOSCHEIN, translated by CARL ERICH GLEYE. Berlin: Hermann Paetl, 1912. Large 8vo, pp. 163.

The book deals with the colonization of Siberia, which constitutes one of the most important problems of economic policy in Russia. The late prime minister, P. A. Stolypin, and his colleague, the minister of agriculture, A. W. Kriwoschein, describe from personal observations the geographical conditions of the territory, its natural resources and advantages, its chief needs, etc.; they give an account of the material conditions of the settlers, and discuss critically the governmental organization of the colonization movement, pointing out its faults and advantages in comparison with the former and partly persisting free colonization movement. Finally they call attention to the significance of the economic opening of this vast territory for European Russia. The authors are undoubtedly well informed on the subject. Further, they present the matter in a manner that will prove attractive to the general reader.

Henry Demarest Lloyd. A Biography. By CARO LLOYD. With an Introduction by CHARLES RUSSEL. New York: Putnam, 1912. 2 vols, 8vo, pp. xv+308; ix+390. \$5.00.

This narrative of Mr. Lloyd's life throws many interesting sidelights on such questions as the short-lived free trade agitation of the early seventies, the beginnings of trade unionism in this country and the troublous times which the systematic organization of labor occasioned, the birth of the anti-trust sentiment, and the beginnings of that unrest which today exhibits itself in Socialism and Progressivism. The late Mr. Lloyd was the first to attack the complacency with which the American people were wont to regard the newly-born mammoth trade organizations. His writings and speeches have therefore some little interest, and all the freshness that is the characteristic of pioneer work in any field. Nevertheless, the reader who is impersonally interested in the results of Mr. Lloyd's lifework may find the biography rather too expansive.

The Psychology of Salesmanship. By W. W. ATKINSON. Holyoke, Mass.: Elizabeth Towne Co., 1912. 8vo, pp. 246. \$1.00.

This little book is an attempt to analyze the psychological elements that enter into a business transaction. After the general point of view is presented